

Message Text

CONFIDENTIAL

PAGE 01 DAMASC 01486 251728Z

43

ACTION COME-00

INFO OCT-01 EUR-25 NEA-14 ISO-00 AID-20 XMB-07 MC-02

CIEP-03 OMB-01 CAB-09 CIAE-00 DODE-00 DOTE-00 EB-11

INR-11 NSAE-00 RSC-01 FAA-00 DRC-01 /106 W

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P R 251427Z JUL 74

FM AMEMBASSY DAMASCUS

TO SECSTATE WASHDC PRIORITY 1075

INFO AMEMBASSY ABU DHABI

AMEMBASSY BEIRUT

AMEMBASSY LONDON

C O N F I D E N T I A L DAMASCUS 1486

DEPARTMENT PASS COMMERCE FOR SECRETARY DENT

E.O. 11652: GDS

TAGS: ETRN, SY

SUBJECT: CIVIL AIR - SYRIAN ARAB AIRLINES REQUIREMENTS

REF: STATE 160043

1. SUMMARY: CHARGE SCOTES AND RCAA DWOR MET WITH CHAIRMAN SELECTION COMMITTEE AND COMMANDER OF AIR FORCE, MAJOR GENERAL NAJI JAMIL JULY 25 TO ASCERTAIN STATUS PENDING SELECTION NEW WIDE-BODIED AIRCRAFT FOR AIRLINE. JAMIL INDICATED DECISION ALTERNATIVES, IN HIS PERSONAL VIEW, NARROWED TO LOCKHEED TRISTAR AND AIRBUS A-300B4 AND THAT LOCKHEED WOULD HAVE TO IMPROVE ITS CURRENT OFFER TO WIN THE DEAL. HE STRESSED POLITICAL AS WELL AS COMMERCIAL IMPORTANCE OF HIS ORDER TO BOTH HIS GOVERNMENT AND USG. HE ALSO SOLICITED PROPOSAL FROM U.S. AEROSPACE MANUFACTURES FOR MULTI-ENGINE JET NAVIGATIONAL TRAINER, LIGHT OBSERVATION HELICOPTERS AND REMOTELY--PILOTED-VEHICLE RECONNAISSANCE DRONES (RPVS).

2. JAMIL STATED THAT SELECTION COMMITTEE NOW IN PROCESS REVIEWING
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 DAMASC 01486 251728Z

FINAL OFFERS, INDUCEMENTS AND GUARANTEES FOR COMPETING MANFAC-

TURERS BEFORE RENDERING AIRCRAFT TYPE SELECTION DECISION RECOMMENDATION TO PRESIDENCY. GENERAL JAMIL, HOWEVER, HAS AT LEAST PERSONALLY EXCLUDED MCDONNELL DOGULAS DC-10 FROM SELECTION PROCESS FOR "SAFETY REASONS." HE REFERRED TO ALLEGED LOSS ABOUT THREE MONTHS AGO (SUBSEQUENT TO THE PARIS CRASH EARLY THIS YEAR) OF ANOTHER DC-10 CARGO DOOR OVER EUROPE. RCAA INDICATED NO KNOWLEDGE OF ALLEGED INCIDENT BUT JAMIL INSISTED OCCURRENCE REPORTED "AVIATION WEEK" RECENTLY. (RCAA BELIEVES JAMIL CONFUSED BY AMERICAN AIRLINES DC-10-10 INCIDENT OVER TORONTO SEVERAL YEARS AGO; OR ANOTHER TYPE DC-10 INCIDENT RECENTLY, LOSS OF ENGINE NACELLE COWLING).

3. GENERAL JAMIL EXPRESSED VIEW LOCKHEED-CALIFORNIA TRISTAR AS TECHNICALLY ADVANCED AS ANY AIRCRAFT IN WORLD BUT THAT COMMITTEE STILL TERRIBLY CONCERNED ABOUT PROBLEM OPERATING LOSSES OVER FIRST SEVERAL YEARS OF DEPLOYMENT OF ANY WIDE-BODIED AIRCRAFT, PARTICULARLY TRISTAR, DESPITE LOCKHEED ATTRACTIVE GUARANTEES ON MAINTENANCE COST (\$427 PER FLIGHT HOURS INCLUDING MAINTENANCE BURDEN). HE STATED THAT LOCKHEED, TO ASSURE MORE FAVORABLE PROSPECTS FOR SELLING TRISTAR, SHOULD OFFER FOLLOWING TO SYRIAN ARAB:

A. ABSORB COSTS OF POST-DELIVERY MODIFICATIONS OF TRISTAR ENGINES FROM PRESENT RB-211-22B (42,000 POUNDS TAKEOFF THRUST) TO FORTHCOMING RB.211-22F (43,500 POUNDS TAKEOFF THRUST AND ENHANCED MAINTAINABILITY AND RELIABILITY).

B. LOCKHEED-CALIFORNIA BUY-BACK GUARANTEE OF TRISTAR FROM SYRIAN ARAB AIRLINES SHOULD CONDITION EVER ARISE IN FUTURE WHERE AIRCRAFT WOULD BE GROUNDED FOR EXTENDED PERIOD DUE AIRWORTHINESS AUTHORITIES CONSIDERING TRISTAR AS UNSAFE DUE REASONS NOT YET APPARENT. (RCAA CANNOT FORESEE ANY POSSIBLE CHAIN OF EVENTS WHICH WOULD EVER PERMANENTLY GROUND AS TECHNICALLY ADVANCED AN AIRCRAFT AS THE TRISTAR, DC-10, BOEING 747 OR FOR THAT MATTER A-300B4).

4. WE EMPHASIZED THAT, WHILE WE WOULD GREATLY HONORED AND GRATIFIED IF U.S. COMMERCIAL TRANSPORT AIRCRAFT WERE CONFIDENTIAL

CONFIDENTIAL

PAGE 03 DAMASC 01486 251728Z

ORDERED BY SYRIAN ARAB AIRLINES, OUR MANUFACTURERS MUST YIELD AT LEAST SMALL PROFIT OR ANY AIRCRAFT SALES TRANSACTION. JAMIL THEN REPLIED THAT, SINCE CLOSING OF POLITICAL AND ECONOMIC/COMMERCIAL TIES BETWEEN OUR TWO COUNTRIES OF GREAT IMPORTANCE TO WASHINGTON AS WELL AS DAMASCUS, USG SHOULD CONSIDER SOME FINANCIAL BACK-UP TO PERMIT LOCKHEED OFFER NECESSARY FINANCIAL AND FRINGE INDUCEMENTS TO SYRIAN ARAB AIRLINES ALSO INCLUDING SPECIALIZED POST-GRADUATE TRAINING

AT SOME U.S. UNIVERSITY FOR SYRIAN ARAB AIRLINES TECHNICAL ENGINEERING PERSONNEL. WE DID NOT COMMENT ON JAMIL'S SUGGESTIONS BUT INDICATED WE WOULD FORWARD TO LOCKHEED AND DEPARTMENT.

5. IN THIS REGARD, JAMIL STRESSED THAT FACT THAT HE WAS DESIGNATED CHAIRMAN OF SELECTION COMMITTEE EVEN THROUGH HE IS COMMANDER OF THE AIR FORCE AND NOT CHAIRMAN OF SYRIAN ARAB AIRLINES, INDICATES PRESIDENT ASAD'S CONCERN FOR POLITICAL (IN ADDITION TO TECHNICAL AND ECONOMIC) IMPORTANCE OF FORTHCOMING WIDE-BODIED AIRCRAFT DECISION.

6. GENERAL JAMIL ALSO INDICATED, AS COMMANDER OF THE AIR FORCE, HE WOULD WELCOME PROPOSAL FROM US AIRCRAFT MANUFACTURERS COVERING FOLLOWING SPECIFIED SYRIAN AIR FORCE REQUIREMENTS:

A. TURBINE-POWERED MULTIPLE-ENGINE NAVIGATIONAL TRAINER/ COMMUNICATIONS/SPECIAL AIR MISSION AIRCRAFT IS CATEGORY OF LOCKHEED-GEORGIA JETSTAR II, GRUMMAN GULFSTREAM II, OR (POSSIBLE IN RCAA VIEW) LEERJET MODEL 35 OR 36. REQUIREMENT APPEARS TO BE FOR TWO TO FOUR AIRCRAFT.

B. LIGHT OBSERVATION HELICOPTERS (LOH) IN CATEGORY OF BELL 206A JET RANGER (OH58A KIOWA) AND HUGHES 500 (OH6A CAYUSE) FOR SCOUT, RECONNAISSANCE AND MEDICAL AIR-EVACUATION AIR FORCE MISSIONS.

C. REMOTELY-PILOTED VEHICLES (RPVS) IN CATEGORY OF RYAN FIREBEE MKM 74C FOR TACTICAL RECONNAISSANCE.

6. ACCORDING JAMIL, GROUND RULES FOR SELECTION OF WIDE-BODIED AIRCRAFT FOR SYRIAN ARAB AIRLINES ARE SAFELY AND CONFIDENTIAL

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PAGE 04 DAMASC 01486 251728Z

ECONOMY. FIRST CRITERION, IN VIEW, ELIMINATES DC-10 (IF NOT TO FULL COMMITTEE CERTAINLY TO JAMIL) AND SECOND CRITERION COULD FAVOR A-300B4 IF LOCKHEED-CALIFORNIA DOES NOT IMPROVE PRESENT OFFER AS OUTLINED ABOVE.

7. IMMEDIATELY SUBSEQUENT TO DRAFTING ABOVE RCAA MET WITH LOCKHEED-CALIFORNIA REPRESENTATIVE GEORGE LOMBARD AND POINTED OUT ADDED INDUCEMENTS JAMIL REQUESTED. LOMBARD PROMISED TO CONVEY THESE REQUESTS TO DUANE WOOD, LOCKHEED-CALIFORNIA PRESIDENT NOW AT BURBANK; AND, IF ANSWER IN AFFIRMATIVE, WILL PRESENT NEW PROPOSALS TO SYRIAN ARAB AIRLINES THIS SATURDAY, JULY 27.

8. JAMIL INDICATED SYRIAN AIR FORCE MOVING FORWARD ON NEGOTIATIONS FOR ACQUISITION FROM LOCKHEED-GEORGIA C-130H

HERCULER.
SCOTES

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: COMMERCIAL AIRCRAFT, AIRCRAFT SALES, AIR FORCE
Control Number: n/a
Copy: SINGLE
Draft Date: 25 JUL 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: kelleyw0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974DAMASC01486
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D740202-0147
From: DAMASCUS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740719/aaaaapwy.tel
Line Count: 171
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 4
Previous Channel Indicators:
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: STATE 160043
Review Action: RELEASED, APPROVED
Review Authority: kelleyw0
Review Comment: n/a
Review Content Flags:
Review Date: 16 APR 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <16 APR 2002 by cunninfx>; APPROVED <26 FEB 2003 by kelleyw0>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CIVIL AIR - SYRIAN ARAB AIRLINES REQUIREMENTS
TAGS: ETRN, SY, US, LOCKHEED, (JAMIL, NAZI)
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005